

# AUTOMOBILE SECTION

## GIVES POINTS CAR BUYER DEMANDS IN PURCHASING

It is no longer a matter of developing the highest design and equipment to attract the average motor buyer. Today the prospect for an automobile has become a very definite type. He wants the best way in which to travel, the most comfortable and the most economical. He wants a car that will perform its duty, and in so doing this he gets a lot of points. He wants to be chosen under the name of a car that can deliver the most efficient results.

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left and convenience. He is not satisfied with other essentials if this last requirement is not fulfilled.

I have suggested these points in the order of their relative importance, yet the car which meets all but one point will never be selected by the average prospect. The car that answers all but one of these demands is as badly off as if it met none of them.

## Auto Gossip

Robert McKee of Globe Station has been "hooked" for a touring car carrying the Allen formula.

William F. Stromberger of the Auto Supply Company just returned from Toledo, Ohio, where he went on a visit to his parents. He states that the trip turned out to be one of the worst he has ever experienced, on account of the big blizzard of Sunday a week ago.

Postler & Brewster, dear auto owners, is the name of a new plumbing, washing, polishing and greasing station located in the rear of 117 South Hohman street. A just wage for just work seems to be the motto of this new firm.

Schultz and Prich, proprietors of the Tel-City Motor Sales have secured the agency for the Cadillac, a medium priced car, which they intend to push to the front as rapidly as possible.

A new filling station is to be erected

at the corner of Kenwood and Calumet ave. to be operated by Mr. Kellner, owner of the buses now running between Hohman and State and East Hammond.

The McElroy Motor Supply Company, after a short period of reorganizing and some re-arrangement of stock, is now ready to "step on the gas" and go.

The report from one of the well-known auto houses in Hammond that everything has been sold, is the fulfillment of a prophecy in these columns some few weeks ago that a shortage would come. And that shortage is HERE. Word also comes from two other well-known dealers that "the best we can do for you is to take your deposit and wait."

"Some surprising things take place these days," said an auto dealer the other day. "A laboring man who looked nothing but the part of a financier, came in here, bought a new car, one of our highest priced cars, drew a roll of money, stepped into the car, stepped into the machine and was on his way."

## 21 CADILLACS ARE CLIMBING THE MOUNTAINS

Over a beautiful mountain scenic route in between San Diego and El Centro in California, a distance of 125 miles, twenty-one Cadillac make daily trips on a six-hour-and-thirty-minute schedule including a half hour for meals.

About two years ago, after having experimented with various makes of automobiles, the Cadillac-White Star United States decided to give the Cadillac a tryout. The result was that they are now said to be using this type of car

exclusively.

In addition to the fact that the use of Cadillac makes it possible for them to maintain their schedules, another worthwhile advantage was that they were not continually delayed by stopping to replenish the water in the radiators, notwithstanding the long steep grades.

The regular seven-passenger cars are employed, which in addition to carrying usually the full complement of passengers, are generally well loaded with baggage.

## OIL CUPS USED ON MOTOR TRUCKS NOW

The present-day tendency in lubrication is all away from grease and toward oil. Grease cups are being replaced by oil cups on many modern trucks. The oil cups of today are so constructed that they need to be filled only once a month or so, which removes the former objection.

**TIP ON PLUG CLEANING.** Spark plugs require cleaning occasionally, especially since our motor fuel became the debased liquid it now is. The proper way is to take the plug apart and get all the black, carbonized oil and dirt away from the junction of metal and porcelain. The porcelain must not be roughened with sandpaper or a file, as this makes it more likely than before to accumulate carbon. The points should be brightened with emery cloth and the rest of the plug be treated with gasoline and a brush.

## A FEATURE OF THE DORT CARS

Owner-drivers like to do a little tinkering with their cars, but they do not like hard work as a rule. Also, they are not keen on having to search for parts hidden in a maze of machinery. Well, knowing this condition designers of the Dort car have featured accessibility. Dort parts are as easily found as a sore thumb, and this alone saves the owner from professional service and the attendant expense.

## EQUIPPED WITH GOODYEARS

The popular conception of residents of Argentina, pleased from photographs in geographies, is that they ride boundless, grassy pampas hurling the bolas or weighted raps around the legs of stampeding cattle.

No—and yet again, no. They ride modern motorcycles and racing is one of their favorite sports. Recently the Argentine Motor Club staged a non-stop contest on the Moton track at Buenos Aires. Ernest White led the field of 20 racers from start to finish, making 422 miles in 12 hours on his speedy Harley-Davidson equipped with Goodyears, despite unfavorable weather conditions. Motorcycle racing will revive a decided stimulus by the success of the recent event.

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Be sure you see the Gardner before you buy.

## Tri-City Motor Sales

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Anderson Six :: Dixie Flyer

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out on the road and have ignition trouble, why call up a garage and have him tow you in? Call us up and we will come out to you in 30 minutes within 25 miles of Hammond, and have your car running in 10 to 15 minutes, so why get towed in?

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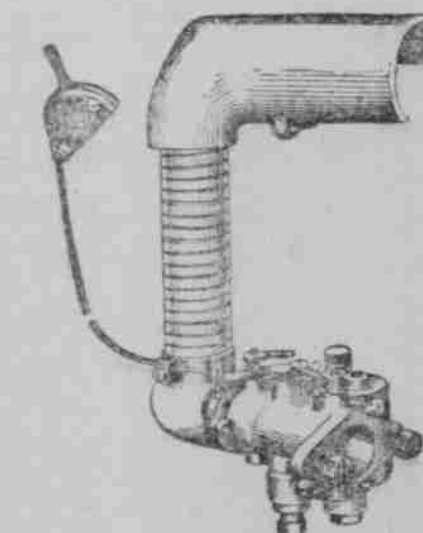
## TEXACO DEALERS

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| <b>HAMMOND.</b><br>CHAMPION AUTO CO.<br>ACORN GARAGE<br>William and E. Hohman sts.<br>H. J. WHITE, 47 State st.<br>AUTO CONSTRUCTION & REPAIR CO., 152 Fayette st.<br>BOHLING AUTO SALES CO., 707 Hohman st.<br>CALUMET AVENUE GARAGE, 773 Calumet ave.<br>CALUMET VULCANIZING CO., 479 Calumet ave.<br>EAST SIDE GARAGE, Cor. Calumet and Becker sts.<br>EQUIP DUMP BOX CO., 228 Fayette st.<br>E. E. E. MOTOR CO., 628 Hohman st.<br>ELLIOTT & DANIEL, Summer st. and Columbia av.<br>GRANGER & WILKINSON, 484 Hohman st.<br>HAMMOND TIRE & REPAIR CO., 778 Calumet ave.<br>ROBES GARAGE, Carroll, near Calumet ave.<br>LANSFORD TIRE & SUPPLY CO., Hohman st.<br>LAKE COUNTY AUTO SALES & SUPPLY CO., Hohman st.<br>OAKLEY GARAGE, Oakley ave., near Logan st.<br>AUTO SUPPLY CO., Hohman and Douglas sts.<br>CHAMPION AUTO EQUIPMENT CO., Forsythe ave. | <b>FIELDS AVE. GARAGE,</b> Near Columbia ave.<br><b>SLIGER BROS.,</b> 314 Hohman st.<br><b>SOUTH SHORE FILLING STATION,</b> 88 Russell st.<br><b>SQUART DEAL GARAGE,</b> 180 Fayette st.<br><b>U. S. TAXI,</b> 655 State Lane st.<br><b>SCHERREVILLE.</b><br><b>JACKSON HIGHWAY GARAGE,</b> Jackson and Lincoln highway<br><b>LINCOLN HIGHWAY GARAGE,</b> Lincoln highway and Pearl R. R.<br><b>INDIANA HARBOR.</b><br><b>J. GALVIN &amp; SONS,</b> 3511 Michigan ave.<br><b>CHIEFMAN GARAGE,</b> 3708 Elm st.<br><b>INDIANA GARAGE,</b> 3441 Michigan ave.<br><b>NICK ANDERSON,</b> 3802 Euclid ave.<br><b>HARBOR GARAGE &amp; MACHINE CO.,</b> Guthrie and Michigan.<br><b>MARSH COMMUNITY GARAGE,</b> Dickie Place road.<br><b>E. N. RUBLE,</b> 4028 Kennedy ave.<br><b>BOHLING AUTO SALES CO.,</b> Michigan and Guthrie. | <b>COUNTY ROAD GARAGE,</b> 3586 Guthrie st.<br><b>CHIEFMAN GARAGE,</b> 434 Indianapolis blvd.<br><b>TUMADAS AUTO REPAIR SHOP,</b> 517 Indianapolis blvd.<br><b>KESSVILLE.</b><br><b>E. GUENTHER,</b> Black Oak road.<br><b>DEBLOW BROS.,</b> Kennedy ave.<br><b>HIGHLANDS.</b><br><b>GRIMMER GARAGE,</b> Kennedy and Ridge road.<br><b>DYER.</b><br><b>CHAR. KEILMAN,</b> Hart ave. and Lincoln highway.<br><b>GRIFFITH.</b><br><b>J. O. RUSSELL,</b> Main and Junction ave.<br><b>MAT MILLER,</b> Main and E. J. & E. R. R. ST. JOHN.<br><b>JOHN MILLER,</b> EAST CHICAGO.<br><b>A. E. C. GARAGE,</b> 4915 Forsythe ave.<br><b>CHICAGO AVENUE GARAGE,</b> 505 Chicago ave.<br><b>MILLER TIRE &amp; REPAIR SHOP,</b> East Chicago. |
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